

TO: Customer Services Dept.
 FROM: Margaret A. Sullivan, Promotions Coordinator
 PHONE: (732) 225-3219
 FAX: (732) 417-9076

Please order the following product and return this sheet via fax with dollar amounts.

PROMOTION: 800018 FEBRUARY DORAL BIGIF

12/27/97

SALES	ACCT #	EFT	ACCOUNT NAME	DORAL LIGHT	DORAL LT 100	DOR MEN LT 100	DORAL FF 100	SHIP DATE
Need \$ amt	477,44	1012500	1635 CENTER CANDY	2	2	2	2	2-Feb
Need \$ amt	485.60	4945600	3768 MAURO PENNISI	2	2	2	2	2-Feb
Need \$ amt	238.70	5221000	1212 QUEENS 108	1	1	1	1	2-Feb
Need \$ amt	716.14	5589330	3412 GUTLOVE	3	3	3	3	2-Feb
Need \$ amt	238.70	6118150	3459 TIGER	1	1	1	1	2-Feb
Need \$ amt	485.60	6243000	1310 SUNRISE	2	2	2	2	2-Feb
Need \$ amt	716.14	7052370	3552 BONANZA TOO	3	3	3	3	2-Feb

Entered 12-29

Beeley

5901 15815

A/P/OTF

12/17/97

TO: Customer Services Dept.
 FROM: Margaret A. Sullivan, Promotions Coordinator
 PHONE: (732) 225-3219
 FAX: (732) 417-9076

Please order the following product and return this sheet via fax with dollar amounts.

PROMOTION: 800018 FEBRUARY DORAL B1G1F

	\$ AMTS	ACCT #	EFT	ACCOUNT NAME	DORAL LIGHT	DORAL LT 100	DOR MEN LT 100	DORAL FF 100	SHIP DATE
Need \$ Amt		1012500	1635	CENTER CANDY	2	2	2	2	2-Feb
Need \$ Amt		4945600	3768	MAURO PENNISI	2	2	2	2	2-Feb
Need \$ Amt		5221000	1212	QUEENS TOB	1	1	1	1	2-Feb
Need \$ Amt		5589330	3412	GUTLOVE	3	3	3	3	2-Feb
Need \$ Amt		6118150	3459	TIGER	1	1	1	1	2-Feb
Need \$ Amt		6243000	1310	SUNRISE	2	2	2	2	2-Feb
Need \$ Amt		7052370	3552	BONANZA TOO	3	3	3	3	2-Feb

990T 15815

A:/PHOFF

1st Quarter

F. Perez

DORAL B1G1F PROMOTION #800018

Promotion #	800018							
Commodity #	536645							
HH Type	DOR FEB B1G1F							
Units per Display	20							
Suggested Load	Your Call							
Display Payment	\$1.50							
1st. Order Date	12/15/97							
1st. Delivery Date	1/5/97							
H/H Dates	2/2-4/3							
Pos Support Kit - item #:	536645							
Includes:	1 PREASSEMBLED COUNTER DISPLAY LARGE PASTER							
Recommended Displays:	INCLUDED IN SKU							
Total Displays Allocated	Total Cases	LT	LT 100	LTMEN100	FF 100	Total Displays	VAP Displays	S/R Displays
420	56	14	14	14	14	(30)	Dsp Inc.	
Shipping Locations								
✓ 101250 Center Candy	8	2	2	2	2	60	60	
313760 Jetro Cash								
405825 S/A Cigarette								
✓ 494560 M. Pennesi	8	2	2	2	2	60	60	
✓ 522100 Queens Tobacco	4	1	1	1	1	30	30	
✓ 558933 Gutlove	12	3	3	3	3	90	90	
✓ 611815 Tiger	4	1	1	1	1	30	30	
✓ 624300 Sunrise Candy	8	2	2	2	2	60	60	
✓ 705237 Bonanza Too	12	3	3	3	3	90	90	
Total Remaining:								

Doral B1G1F will be pre-sleeved in Winston-Salem. Each carton will contain five B1G1F offers. Each 6M case contain 150 offers. Direct accounts should place four pre-sleeved cartons in each counter display and ship to retail. It is not necessary to load display. Recommended VAP payments to direct accounts is same as B2G1F (\$4.90 per 6M promotional case).

Templates in the mail.

*Ship to Direct Accounts 2/2/97.
Verify if this is ok.*

51851 1067

Attn: Margaret

1st Quarter

F. Perez

DORAL B1G1F PROMOTION #800018

Promotion #	800018							
Commodity #	536845							
HH Type	DOR FEB B1G1F							
Units per Display	20							
Suggested Load	Your Call							
Display Payment	\$1.50							
1st. Order Date	12/16/97							
1st. Delivery Date	1/5/97							
H/H Dates	2/2-4/3							
Pos Support Kit - item #:	536845							
Includes:	1 PREASSEMBLED COUNTER DISPLAY LARGE PASTER							
Recommended Displays:	INCLUDED IN SKU							
Total Displays Allocated	Total Cases	LT	LT 100	LTMEN100	FF 100	Total Displays	VAP Displays	S/R Displays
420	58	14	14	14	14	(30)	Dsp Inc.	
Shipping Locations								
101250 Center Candy	8	2	2	2	2	60	60	
313760 Jelro Cash								
405825 S/A Cigarette								
494560 M. Pennesi	8	2	2	2	2	60	60	
522100 Queens Tobacco	4	1	1	1	1	30	30	
558933 Gutlove	12	3	3	3	3	90	90	
611815 Tiger	4	1	1	1	1	30	30	
624300 Sunrise Candy	8	2	2	2	2	60	60	
705237 Bonanza Too	12	3	3	3	3	90	90	
Total Remaining:								

Doral B1G1F will be pre-sleeved in Winston-Salem. Each carton will contain five B1G1F offers.

Each 6M case contain 150 offers. Direct accounts should place four pre-sleeved cartons in each counter display and ship to retail. It is not necessary to load display. Recommended VAP payments to direct accounts is same as B2G1F (\$4.90 per 6M promotional case).

Templates in
the mail.Ship to Direct Accounts
Verify if this is ok.

Thank you

2/2/97
OK Frankly

51851 1068

DORALB1G1.XLB

425 SMS584N1
ORDER FROM: 12XXXX
SHIP TO: 1223 / 494560

SALES MATERIALS SYSTEM
ORDER REVIEW

12/17/97 09:56
MASTER ORDER NBR: 7351-0192

SKU	(LINES 1 - 1 OF 1 SHOWN)		MAXIMUM ORDER	ORIGINAL ALLOC	L E	REMAIN ALLOC
QTY	ITEM DESCRIPTION-----	UNITS/SKU	QTY	QTY	V	QTY
60__	536645 DOR CONV/GAS-B1G1F DIS	1 SKU		2610	R	1680

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(*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED

PF3 - RETURN TO PREVIOUS SCREEN PF7 - SCROLL UP
PF4 - CONTINUE WITH ORDER PF8 - SCROLL DOWN
PF12 - MAIN MENU

PF1 - HELP

51851 1069

425 SMS584N2

SALES MATERIALS SYSTEM
ORDER COMPLETION

12/17/97 09:56
MASTER ORDER NBR: 7351-0192

YOUR GENERAL SHIPMENT FOR LOCATION 12XX

IS A FUTURE ORDER FOR 98-02-02

ESTIMATED ORDER COST: 138.93

SPECIAL HANDLING COST: 10.50

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PF4 - COMPLETE ORDER

PF2 - CARRIER INSTRUCTIONS

PF6 - SPECIAL HANDLING

PF11 - RESTART ORDER

PF12 - MAIN MENU (ABORT ORDER)

PF1 - HELP

51851 1070

425 SMS584N1
ORDER FROM: 12XXXX
SHIP TO: 1225 / 624300

SALES MATERIALS SYSTEM
ORDER REVIEW

12/17/97 09:56
MASTER ORDER NBR: 7351-0192

SKU	(LINES 1 - 1 OF 1 SHOWN)		MAXIMUM ORDER	ORIGINAL ALLOC	L E	REMAIN ALLOC
QTY	ITEM DESCRIPTION-----	UNITS/SKU	QTY	QTY	V	QTY
60	536645 DOR CONV/GAS-B1G1F DIS	1 SKU		2610	R	1620

=====

(*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED

PF3 - RETURN TO PREVIOUS SCREEN PF7 - SCROLL UP

PF4 - CONTINUE WITH ORDER PF8 - SCROLL DOWN

PF12 - MAIN MENU

PF1 - HELP

51851 1071

425 SMS584N1

SALES MATERIALS SYSTEM

12/17/97 09:57

ORDER FROM: 12XXXX

ORDER REVIEW

MASTER ORDER NBR: 7351-0192

SHIP TO: 1229 / 101250

SKU	(LINES 1 - 1 OF 1 SHOWN)		MAXIMUM ORDER	ORIGINAL ALLOC	L E	REMAIN ALLOC
QTY	ITEM DESCRIPTION-----	UNITS/SKU	QTY	QTY	V	QTY
60__	536645 DOR CONV/GAS-B1G1F DIS	1 SKU		2610	R	1560

=====

(*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED

PF3 - RETURN TO PREVIOUS SCREEN

PF7 - SCROLL UP

PF4 - CONTINUE WITH ORDER

PF8 - SCROLL DOWN

PF12 - MAIN MENU

PF1 - HELP

51851 1072

12/17/97 09:57
MASTER ORDER NBR: 7351-0192

SHIP TO: 1229 / 522100

SKU	(LINES 1 - 1 OF 1 SHOWN)	ORDER	MAXIMUM ORIGINAL	L	REMAIN
QTY	ITEM DESCRIPTION-----	QTY	ALLOC	E	ALLOC
	UNITS/SKU			V	QTY
30	536645 DOR CONV/GAS-B1G1F DIS	1 SKU	2610	R	1500

(*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED

PF3 - RETURN TO PREVIOUS SCREEN	PF7 - SCROLL UP
PF4 - CONTINUE WITH ORDER	PF8 - SCROLL DOWN
PF12 - MAIN MENU	PF1 - HELP

51851 1073

12/17/97 09:57
MASTER ORDER NBR: 7351-0192

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(*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED
PF3  - RETURN TO PREVIOUS SCREEN      PF7  - SCROLL UP
PF4  - CONTINUE WITH ORDER            PF8  - SCROLL DOWN
PF12 - MAIN MENU                      PF1  - HELP
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51851 1074

12/17/97 09:58
MASTER ORDER NBR: 7351-0192

SKU (LINES 1 - 1 OF 1 SHOWN)

QTY	ITEM	DESCRIPTION-----	UNITS/SKU	QTY	QTY	V	QTY
30	536645	DOR CONV/GAS-B1G1F DIS	1 SKU		2610	R	1380

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(*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED
PF3  - RETURN TO PREVIOUS SCREEN      PF7  - SCROLL UP
PF4  - CONTINUE WITH ORDER            PF8  - SCROLL DOWN
PF12 - MAIN MENU                      PF1  - HELP
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51851 1075

12/17/97 09:58
MASTER ORDER NBR: 7351-0192

MAXIMUM	ORIGINAL	L	REMAIN
ORDER	ALLOC	E	ALLOC
QTY	QTY	V	QTY
	2610	R	1350

QTY	ITEM	DESCRIPTION-----	UNITS/SKU
90	536645	DOR CONV/GAS-B1G1F DIS	1 SKU

PF1 - HELP

51851 1076